

CAPABILITY STATEMENT

Chris Heinjus



**Partner/Manager
Commodity Risk
Management**

CONTACT DETAILS

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QUALIFICATIONS

- Bachelor of Applied Science in Agriculture Dryland Farming Systems
- Australian Institute of Company Directors
- Professional Management Program
- Registered representative SFE

PROFESSIONAL ASSOCIATIONS

- GTA Australia
- Grains Industry Ass – SA
- Fellow AICD

COMMITTEES OR BOARDS

- Pinion Advisory - compliance committee
- Rural Directions Board
- Pareta Farms Board

Chris is a Partner of Pinion Advisory and manager of the Commodity Risk Management Team.

Since the inception of Rural Directions (now Pinion Advisory) in April 1997 the Commodity Risk Management Team has developed client focused, independent risk management services. These services assist clients to understand individual business risk profile in commodity markets in which they operate. Market intelligence, price discovery, credit management and contract execution provide clients with confidence and strategies to manage volatile commodity markets. This ultimately increases client knowledge and business profitability.

The development of extensive industry networks is both a team and personal achievement and adds to the team credibility.

Chris has supported the grain industry as a nominated GTA arbitrator and has adjudicated on many disputes. He has also facilitated training in grain industry trade rules.

Areas of expertise

- Commodity risk management
- Farm business management
- Agribusiness consulting
- Grain marketing
- AFSL compliance
- Grains industry arbitrator
- Emergency service (CFS) incident management

Professional experience

- Pinion Advisory (Rural Directions) – Partner/Manager – Commodity Risk Management, 1997-present
- Pareta Farms Pty Ltd – Director, 1997-present
- SA Country Fire Service – Fire Fighter/Captain, 2005-present
- Farminvest Australia – Director, 2014-2017
- Australian Wheat Board – Area Supervisor /Commodities Merchant, 1990-1997
- Elders Pastoral – Stock Agent, 1987-1990

CAPABILITY STATEMENT

Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Compliance and risk audit committee	Compliance and risk strategy	Pinion Advisory	2020-ongoing
Grain Marketing Service	Provide tailored independent client advice and strategy implementation and brokering	Farm business clients	1997-ongoing
Grain Marketing Service	Project management development of external CRM, internal strategy and system development	Rural Direction/ Pinion Advisory	1997-ongoing
Grain Marketing Service	Grain marketing workshops – facilitating many geographically diverse commodity risk management workshops for producer and industry groups	Rural Direction/ Pinion Advisory	1997-ongoing
Grain Marketing Service	Responsible officer and compliance manager for Rural Directions Pty Ltd AFSL 221556	Rural Directions	1997-ongoing
Rural Directions Pty Ltd Board	Actively contributed to the growth of Rural Directions Pty Ltd business	Rural Directions	1997-2020
Pareta Farms	Partner in 830ha cropping agribusiness involved in strategic and operational decisions	Pareta Farms	1995-ongoing
Pareta Farms	Assisting with farming operations at key times of seeding, hay and harvest	Pareta Farms	1995-ongoing